

A silver metal spiral binding is located on the left side of the notebook cover, consisting of a series of loops passing through a series of holes in the grey spine.

# Long Term and Corporate Contracting

Jim Nelson

A decorative spiral binding on the left side of the slide, consisting of a series of metal loops.

# Long Term Contract

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A contracting partnership between the Government and contractor covering delivery of supplies or performance of work for a specific period of time.

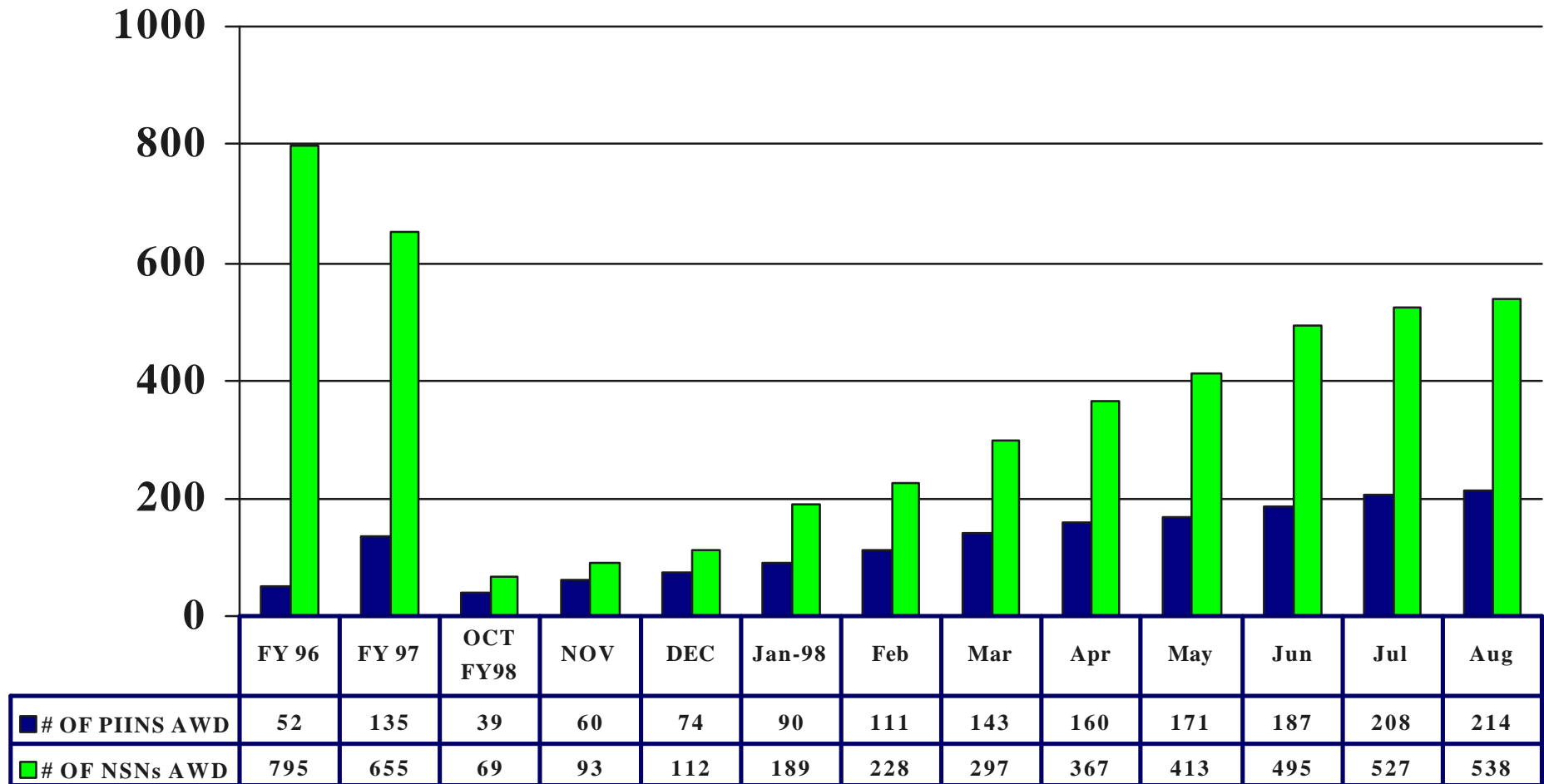


# Why Long Term Contracts ?

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- ✓ Reduction of Administrative Lead Time
- ✓ Likelihood of future business
- ✓ Longer Term = Better Partners
- ✓ Future of doing business with TACOM

# TACOM ALT/PLT REDUCTION PROGRAM LONG TERM CONTRACTS (LTC) AWARDED



Data is cumulative.

Committed to Excellence

A decorative graphic on the left side of the slide, resembling a spiral binding of a notebook. It consists of a series of dark grey circles connected by a wavy line, set against a light grey vertical bar.

# Corporate Contract

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A long term contract which covers a wide range of supplies and/or services and can be used by many different buying activities.

A decorative spiral binding on the left side of the slide, consisting of a series of dark grey loops.

# Why Corporate Contracts ?

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- ✓ Advantages of a Long Term Contract
- ✓ Supports the needs of many customers
- ✓ Combined requirements produce improved opportunities for pricing and delivery



# Contract Types

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- ✓ Indefinite Delivery/Indefinite Quantity
- ✓ Requirements
- ✓ Basic Ordering Agreement (BOA)
- ✓ Blanket Purchase Agreement
- ✓ Electronic Catalogs



# Competition

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- ✓ Maximum practicable competition
- ✓ Small and Small Disadvantaged Business
- ✓ Multiple Award Contracts





# Example - Long Term

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- ✓ M1 Fire Sensor, Control Amplifier
  - 3 year IDIQ contract
  - 2 line items
  - Use of IDIQ reduced administrative lead time from 150 days to under 5 days




# Example - Long Term

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## ✓ M1 Turbine Rotor Blades

- Small Business
- 5 year IDIQ
- Maximum Value of \$14.5Mil




# Example - Corporate

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## ✓ Oshkosh Truck IDIQ Contract

- 5 year contract
- 2,000 line items
- Use of EDI reduced administrative lead time from 133 days to under 10



# Example - Corporate

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## ✓ McDonnell Douglas

- 5 year contract
- 130 lines are requirements type
- 700 lines are negotiated price/competitive
- Use of EDI reduced administrative lead time from 133 days to under 10

# Example - Corporate

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- ✓ Small Unit Support Vehicle IDIQ Contract
  - 5 year commercial contract (18 pages)
  - 3,500 line items
  - Includes vehicles, spare parts, engineering services, field support
  - Available for use by any Agency



# The Future

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- ✓ Omnibus Contracts for Classes of Supplies or Services
  - Grouped by type of supply or service
  - Multiple Award Contracts
  - Available for use by any Agency